National Canners Association

WASHINGTON, D. C.

Information Letter

For N. C. A. Members

Membership Letter No. 83. September 27, 1924.

Marking Required, Argentine Import Law.
Progress in Canned Foods Week Campaign.
Exports of Canned Foods.
Conference on Standardized Warehouse Forms.
Convention of Vegetable Growers' Association of America.
Work of National Canners Association Commended.
Federal Trade Commission Cites Water-softening Apparatus Manufacturer.
Pea Seed Situation.
U. S. Navy in Market for Canned Pears.

Marking Required, Argentine Import Law.

The Argentine Import Law has a requirement becoming effective November 10, 1924, providing that imported goods must show mark of country of origin.

The Foreign Tariffs Division, Commerce Department, advises

"Commercial Attache Edward F. Feely has been given to understand that the use of the words 'Made in U. S. A.' will be satisfactory, and that when the name of well-known cities, such as New York, Chicago and Philadelphia, appears there will probably be no difficulty even if the words 'Made in U. S. A.' are omitted. Where trade marks have been registered, the marking of the articles should conform exactly to the trade mark as registered, if this is possible; that is to say, the articles should not be marked in a different way from that used in the trade mark."

Progress in Canned Foods Week Campaign.

All canners of the country are this week being mailed printed copies of the names of Chairmen in 255 markets of the country. These lists are accompanied by a letter explaining the plan by which the canner is requested to contribute One Dollar per car load to the campaign in markets in which he sells his product. Printing of the supply material has all been completed and shipments are going forward to the various markets of the country. The campaign is daily taking on more momentum and there is every occasion for its very pleasing culmination.

Exports of Canned Foods.

Exports of canned foods are still on the upgrade and give promise not only of a full recovery from the 1923 slump, but of a considerable increase over 1922 when a total of 545,000,000 pounds were shipped abroad, according to the Department of Commerce. The figures for the first eight months of the current year show an increase of about 27 per cent over the corresponding period of last year. The most outstanding increase for the month was made by canned fruits. June saw a sharp drop from the heavy shipments of the first three months of the year, but the July and August exports with nearly a 100 per cent increase over the same months last year,

give every indication of recovery. Exports of canned sardines dropped off somewhat and some 9,000,000 pounds of salmon shipped during July and August once more brought the canned salmon in the lead as our foremost canned fish export.

Conference on Standardized Warehouse Forms.

At the invitation of the Division of Simplified Practice, U. S. Department of Commerce, a conference was held in Washington on September 24, to consider a uniform series of forms for use in connection with the warehouse business.

The conference was addressed by Secretary Hoover and others. It was made clear that the only purpose of the Department was to assist in solution of industrial problems by bringing together a conference of those interested.

After explanation by the Chairman of the Warehousemen's Committee, that the forms were only tentative and would be subject to further revision by the committee, he urged that action be taken by the conference approving the forms as submitted. Such action was finally taken regarding the forms themselves, excluding the "terms and conditions" which are printed on the back of some of these forms. Considerable objection was offered to these "terms and conditions". A resolution was adopted approving the purpose of the American Warehousemen's Association in attempting to standardize these terms and conditions, but it was recommended that action on these be postponed until a later conference; that in the meantime, suggestions covering these terms from any firm or organization interested would be gladly received and considered by the Association's secretary, Charles L. Criss, 545 Wabash Building, Pittsburgh, Pennsylvania.

The National Canners' Association was represented at the conference, and any canner interested will be furnished copies of the proposed forms upon request.

Convention of Vegetable Growers' Association of America.

The National Canners' Association was represented at the recent Convention at Louisville, of the Vegetable Growers' Association of America. Canners have been interested in the discussions of possible national advertising of vegetables by this organization. The chairman of the advertising committee of the Vegetable Growers' Association made a report to the Convention. His report showed that such advertising as had been done during the past year was confined to preparation of leaflets, posters, and suggestions for newspaper advertising, which might be used in a local way by groups of market gardeners about the larger cities.

The discussions at the Convention session devoted to advertising showed that market gardeners are becoming more interested in reaching consumers with the message of the health and dietetic value of vegetables. It did not appear, however, that any national advertising campaign is contemplated at present. National advertising is looked forward to as an ideal which it is hoped may be achieved in time.

The National Canners' Association representative took occasion, while attending this Convention, to emphasize the importance of the market furnished by the canning industry to the growers of vegetables.

Work of National Canners' Association Commended.

The committee on retail distribution, preparation and marketing of food of the American Public Health Association, in its report at the 53d Annual Meeting held in Boston, spoke as follows of the work of the National Canners' Association:

M

o
s
e
p
p
t
t
t
p
h
t
c

t

S
a

2
a
N

"We commend the work of such organizations as the National Canners' Association for maintaining research laboratories for the purpose of devising means for the prevention of unsanitary conditions and to decrease the cost of processing. It would be desirable if such organized efforts could be more largely extended to the smaller processors."

Federal Trade Commission Cites Water-softening Apparatus Manufacturer.

The Federal Trade Commission has issued a complaint charging unfair methods of competition by a company engaged in the manufacture of apparatus adapted to soften hard water by utilizing the chemical action of zeolites when in contact with such water. The complaint alleges that the company has interfered with and obstructed the business of its competitors by intimidating and coercing the customers and prospective customers of such competitors into refusing to purchase competitors' apparatus. It is further charged that respondent attempts to cause competitor's customers to refuse to deal with and carry out their obligations with such competitors through fear of incurring liability to respondent as infringers of respondent's letters patent. The citation further states that the company's alleged acts have hampered competition between the respondent and its competitors, and that the public has been denied free choice among competing zeolite water-softening apparatus, and the advantage in price which would obtain under conditions of free and unobstructed competition.

Pea Seed Situation.

The Association received a communication from a reliable source regarding the pea seed situation, which states in part:

"We wish to call your attention to the fact that a considerable quantity of peas has been bought at prices which preclude the possibility of selling them as commercial stock. The only outlet for this stock at prices paid would be for canners' seed."

The informant advises that the peas in question are undesirable for seed. Such information emphasizes once more the importance of canners insisting upon the satisfactory crop history of seed stock which may be offered them.

U. S. Navy in Market for Canned Pears.

The Bureau of Supplies and Accounts, U. S. Navy, has issued Schedule No. 2715, requesting bids on 785,000 pounds of canned pears. The bids will be opened at 10 a. m., October 14, 1924. Canners interested may request copies of Schedule No. 2715 from the Bureau of Supplies and Accounts, U. S. Navy, Washington, D. C.

x x x x x x x